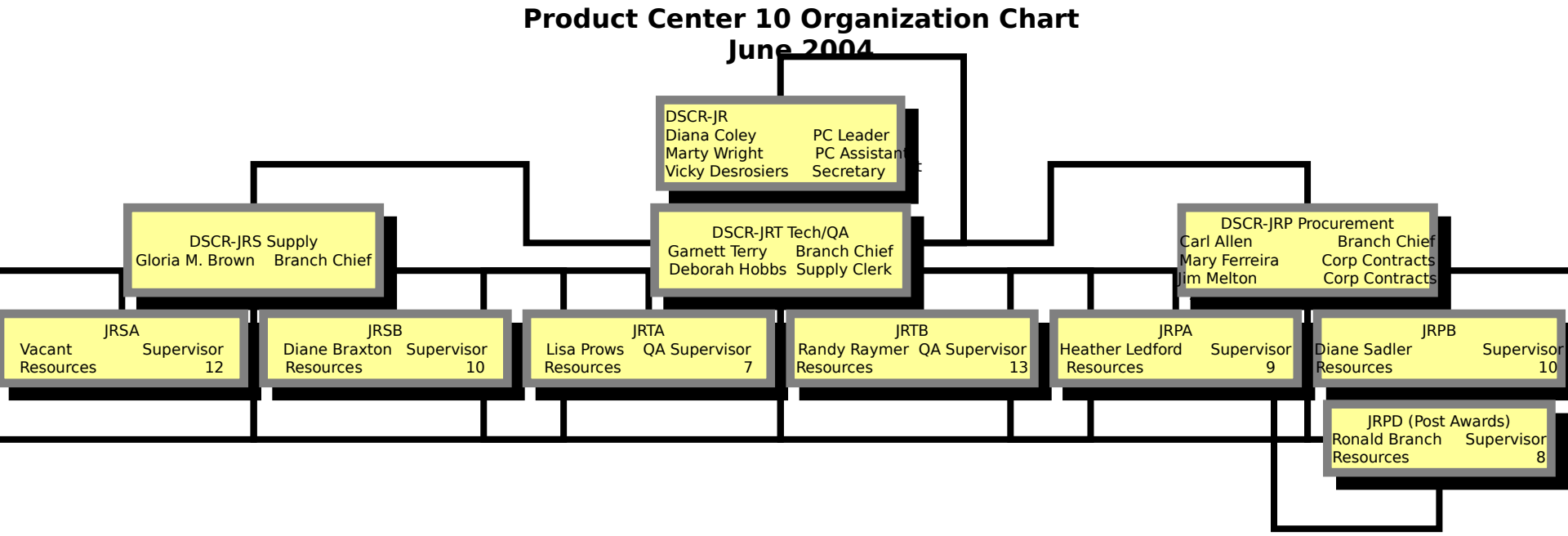
Product Center 10
CARGO
2004 DSCR BUSINESS CONFERENCE

Product Center 10 Organization Chart

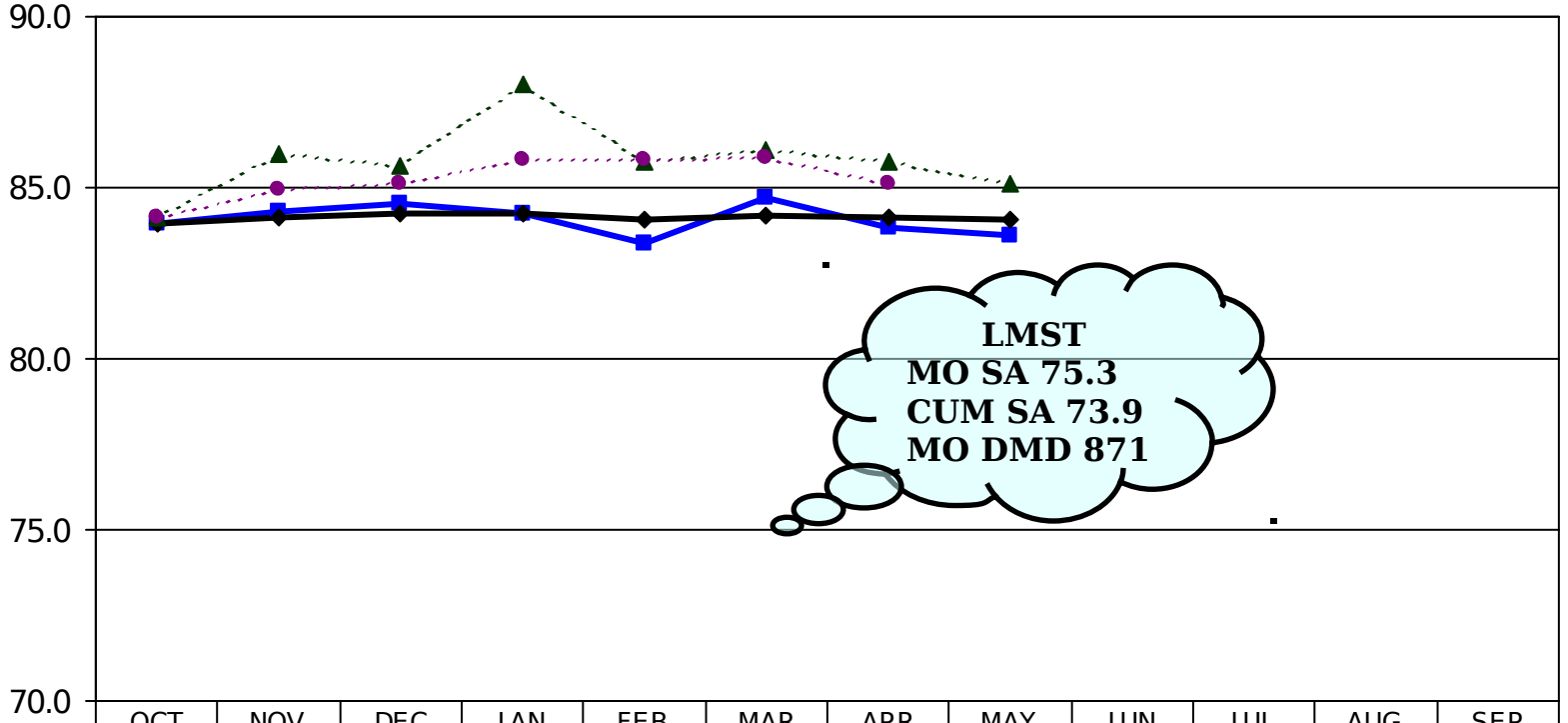


Where We Were vs. Where We Are

	May 02	May 03 May 04
Stock Availability		
Month	72.72%	80.85% 83.6%
Cum	73.93%	78.49% 84.1%
Backorders On-hand	20,885	11,426 8,056
Backorder Index	38.32	22.17 16
PR Awards		6,540

Supply Availability

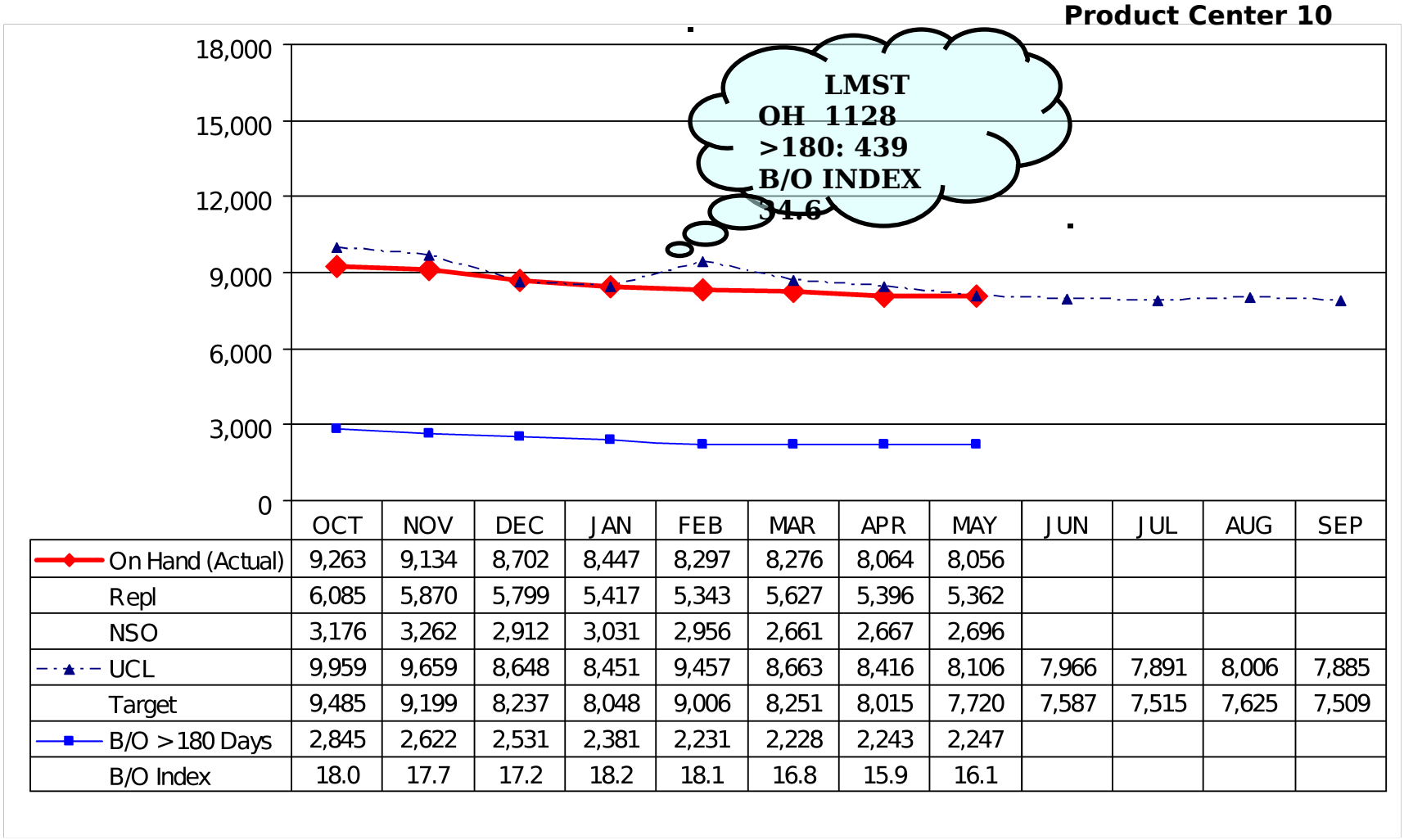
Product Center 10



	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
Mo SA %	84.0	84.3	84.5	84.3	83.4	84.7	83.8	83.6				
Cum SA%	84.0	84.1	84.2	84.2	84.1	84.2	84.1	84.1				
MO DMDS	18,436	14,616	13,579	14,439	13,710	16,617	15,136	14,202				
MO Hi FREQ SA%	84.2	86.0	85.7	88.0	85.8	86.1	85.8	85.1				
Cum Hi FREQ SA%	84.2	84.9	85.1	85.8	85.8	85.9	85.1					

Source: F067 Sim

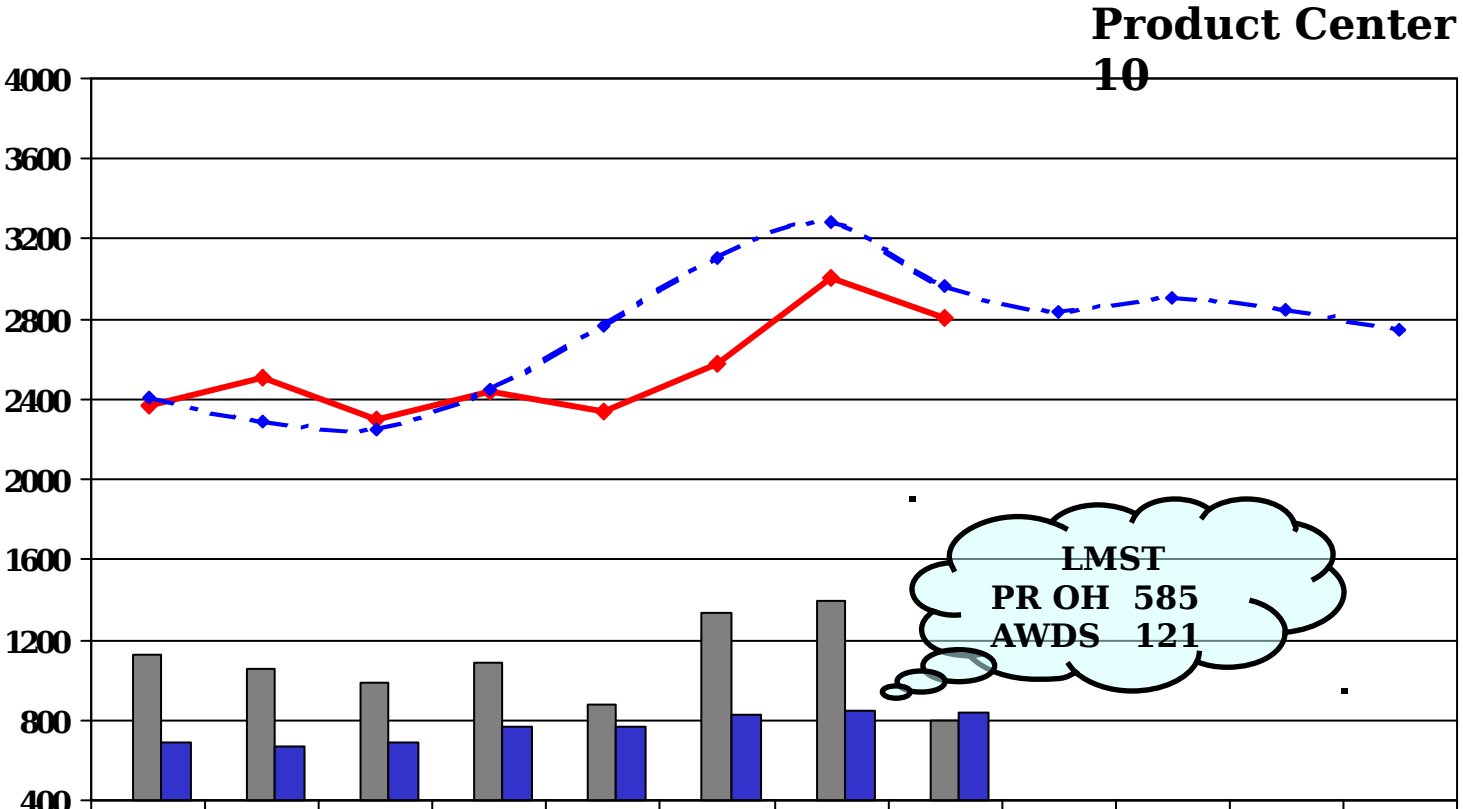
Backorder Lines On Hand



	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
On Hand (Actual)	9,263	9,134	8,702	8,447	8,297	8,276	8,064	8,056				
Repl	6,085	5,870	5,799	5,417	5,343	5,627	5,396	5,362				
NSO	3,176	3,262	2,912	3,031	2,956	2,661	2,667	2,696				
UCL	9,959	9,659	8,648	8,451	9,457	8,663	8,416	8,106	7,966	7,891	8,006	7,885
Target	9,485	9,199	8,237	8,048	9,006	8,251	8,015	7,720	7,587	7,515	7,625	7,509
B/O >180 Days	2,845	2,622	2,531	2,381	2,231	2,228	2,243	2,247				
B/O Index	18.0	17.7	17.2	18.2	18.1	16.8	15.9	16.1				

Source: F067 Simulation

Purchase Requests

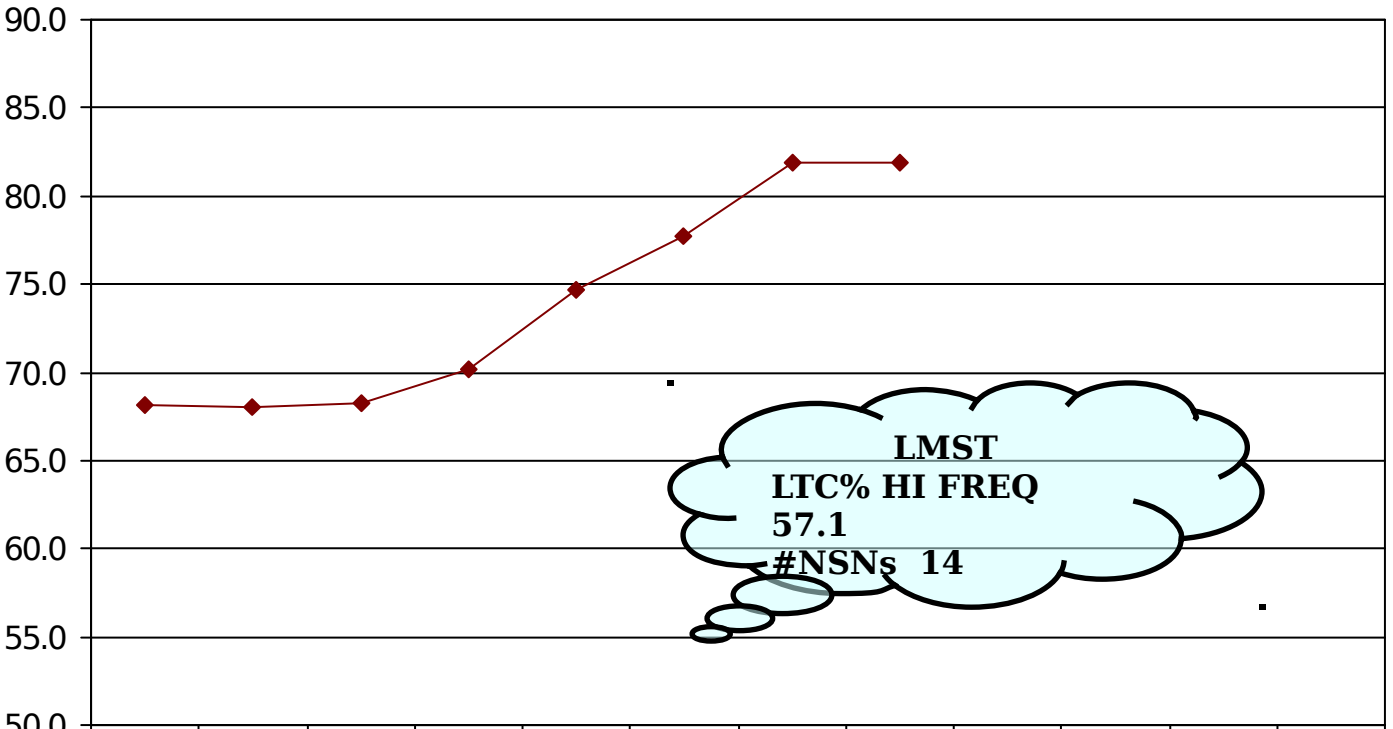


	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
PRs $ On-hand	37.5	38.2	39.3	42.9	48.9	48.4	59.7					
PRs Received	1,130	1,061	984	1,085	876	1,336	1,395	795				
PRs Awarded	686	673	688	764	768	830	846	840				
PRs OH	2,367	2,513	2,303	2,443	2,337	2,581	3,008	2,805				
Upper Control Limit	2,406	2,294	2,245	2,450	2,765	3,101	3,288	2,969	2,837	2,903	2,848	2,749
OH Monthly Target	2,294	2,185	2,138	2,333	2,633	2,954	3,132	2,828	2,702	2,765	2,713	2,619

Source: GLOOP5

Long Term Contracts, % High Frequency NSN Coverage

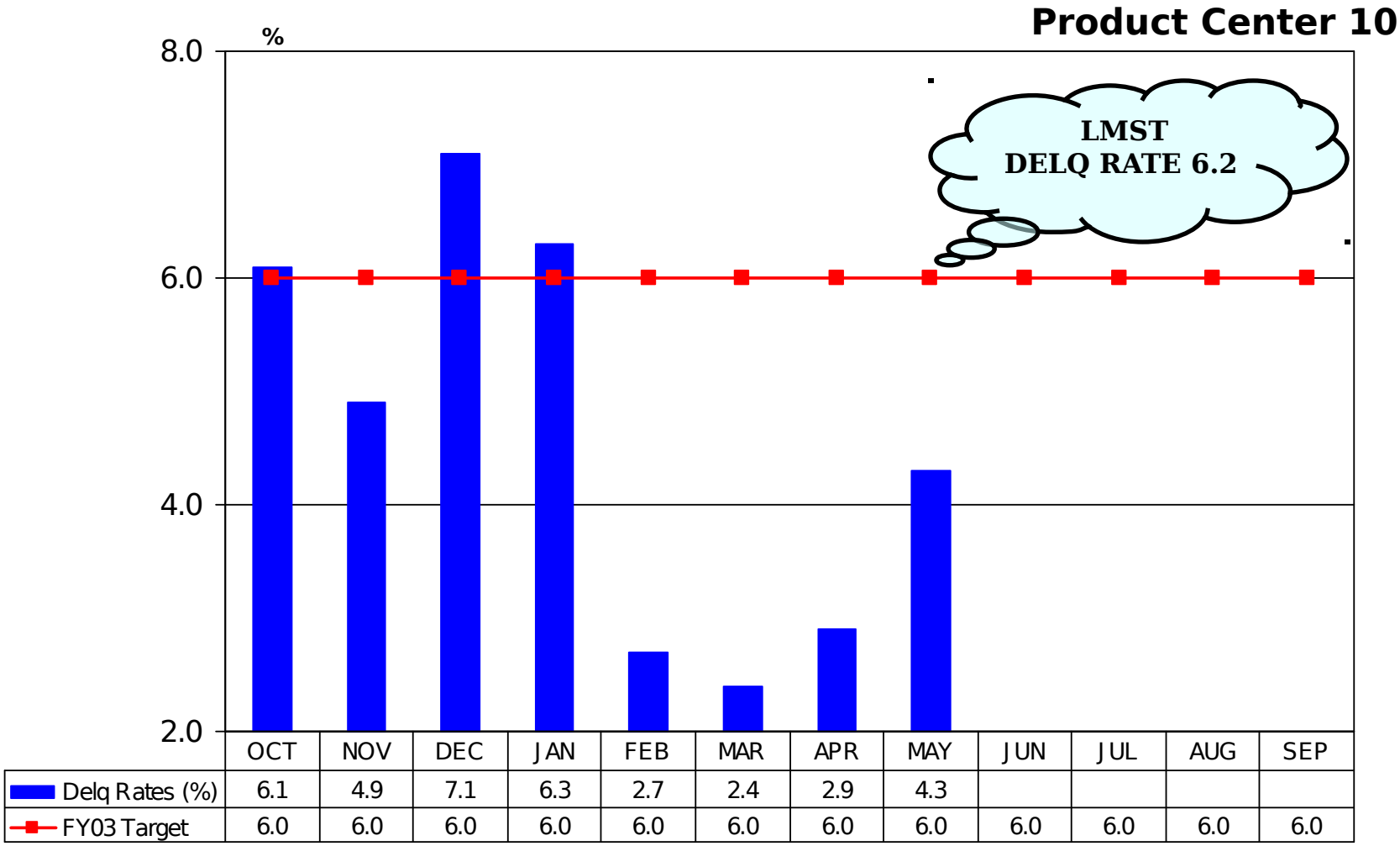
Product Center 10



	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
LTC % Hi FREQ NSNs	68.2	68.0	68.3	70.2	74.7	77.7	81.9	81.9				
Count of High FREQ NSNs	578	575	577	577	576	575	575	575				
TOT LTC % of Actions Cum	34.0	35.3	32.5	31.9	31.3	31.4	31.4					

Source: GSPF1501/DSCR-OBR

Delinquency Data

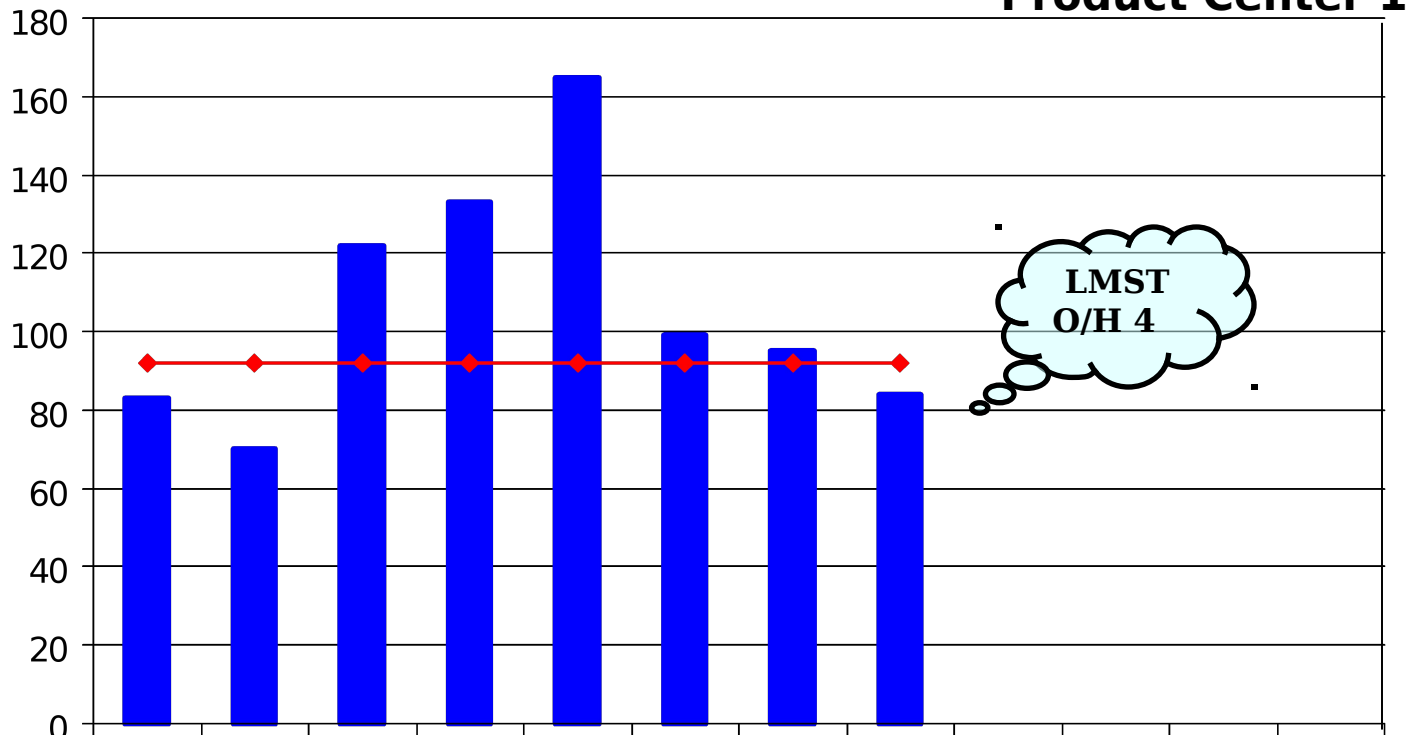


	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
Delq Rates (%)	6.1	4.9	7.1	6.3	2.7	2.4	2.9	4.3				
FY03 Target	6.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0

Source: F36

Product Quality Deficiency Reports on Hand

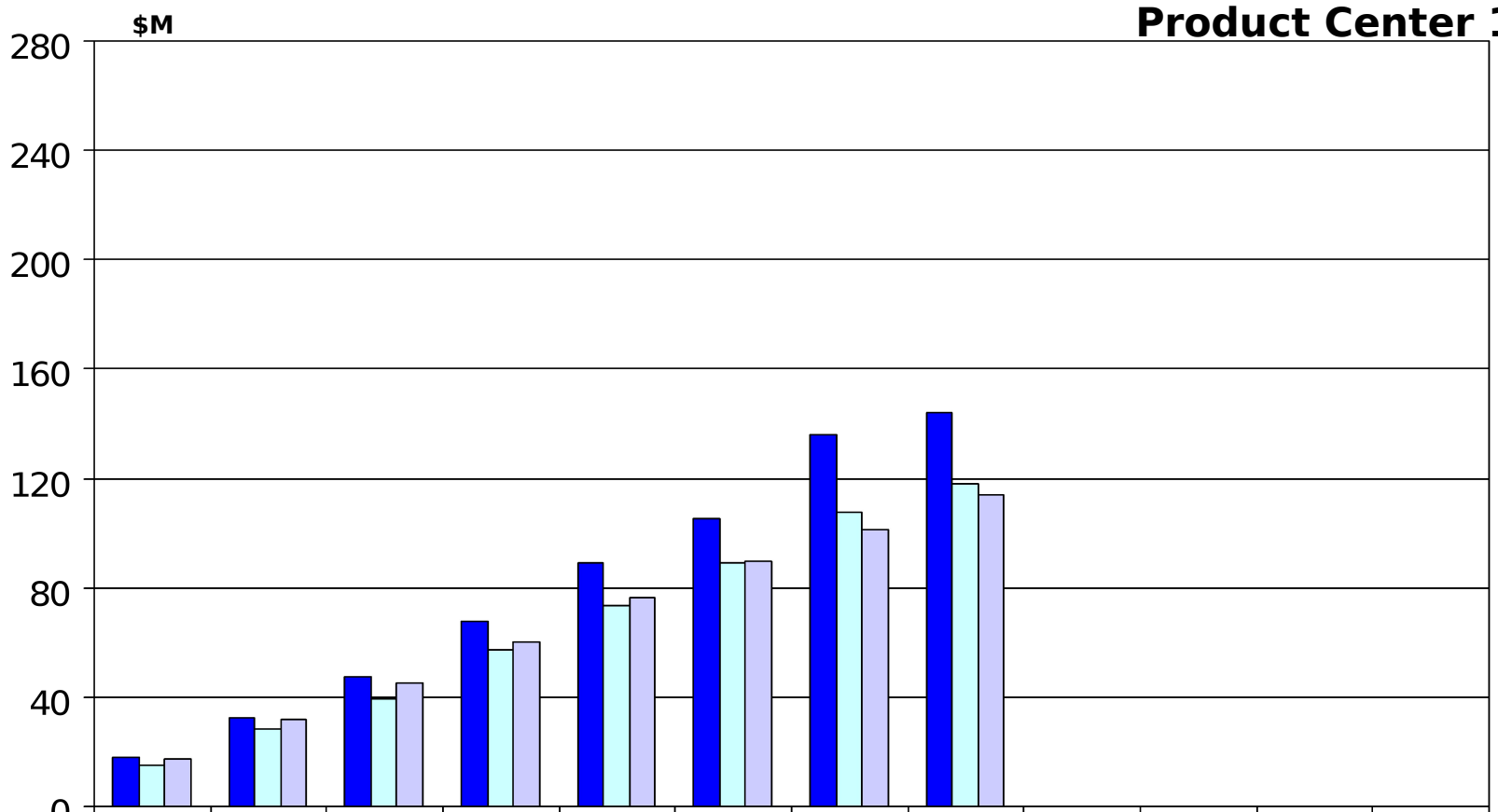
Product Center 10



	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
PQDRs On Hand	83	70	122	133	165	99	95	84				
FY04 On Hand Target	92	92	92	92	92	92	92	92				
PQDRs Rec'd	42	37	30	41	54	36	29	37				
PQDRs Proc	45	50	45	30	22	55	33	48				
#NSNs Affected	61	55	42	94	118	73	68	66				

Source: Customer/Depot Complaint System

Commitments, Obligations and Earnings



	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
New Commits (Cum)	17.7	32.5	47.3	67.6	88.9	105.4	135.7	143.8				
Obligations (Cum)	15.3	28.1	39.6	57.5	73.4	89.0	107.6	117.8				
Earnings (Cum)	17.6	31.7	45.3	60.3	76.3	89.4	101.3	113.9				

Source: DGSC.F.TEST44.(Oblig)/Earnings
GSFF4801 (RRS)

TOP TEN CONTRACTORS BY DOLLAR VALUE FY03

- LOCKHEED MARTIN CORP. $32.3 MIL
- CPI AEROSTRUCTURES INC. 12.3
  AERO COMPONENTS INC. 8.2
  DAVIS AIRCRAFT PRODUCTS CO. INC. 7.4
- SENIOR OPERATIONS INC. 6.0
- ARROWHEAD PRODUCTS CORP. 4.8
  PPG AEROSPACE-TRANSPARENCIES 4.4
- HONEYCMB COMPANY OF AMERICA 3.9
- GSE DYNAMICS INC. 3.5
- GLOBE ENGINEERING 3.4